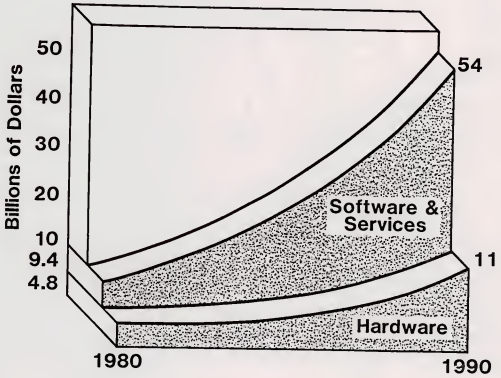
INPUT'S
Federal Information Systems and Services Program (FISSP)

INPUT

GSAL1

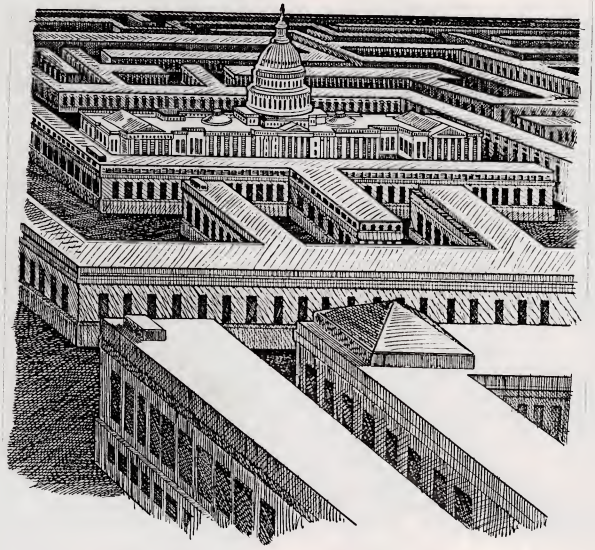
FEDERAL GOVERNMENT COMPUTER EXPENDITURES*



*Excludes Classified Systems

INPUT

"The Federal Government is Irreversibly and Increasingly Committed to the Use of Information Technology to Manage Its Resources, Provide Its Services, and Protect Its Citizens".



INPUT

INPUT'S FISSP GIVES YOU:

- Tactical Sales Support
- Objective Procurement Intelligence
- Detailed Market Analysis

YOUR BUSINESS WILL PROFIT FROM:

- A More Effective Sales Force
- Better Return on Government Contract Bids

INPUT

YOU RECEIVE . . .

- Two Series of Reports
  - Procurement Analysis Reports (PARs)
  - Market Intelligence Reports (MIRs)
- Ongoing Local Support
  - Washington Office
  - Library

INPUT

YOU RECEIVE . . .

- Hotline/Visit Inquiry Service
- Data Base Access
  - Interviews
  - Companies

INPUT

PROCUREMENT ANALYSIS REPORTS (PARs)

- Six Reports
- Agency Procurement Personnel Interviews
- Interview Data Base

INPUT

PARs ANALYZE:

- 350 Major Procurements
- Total of $11 Billion in FY 1984
- Size, Timing of Awards
- Competitive Environment

INPUT

PARs ANALYZE:

- Background of Acquisitions
- Impacts of Related Contracts
- Projections of Future Demand

INPUT

PARs ALLOW YOU TO:

- Develop Realistic Plans for the Market
- Identify Opportunities for Specific Contracts
- Obtain Objective Assessments of Market Sizes and Forecasts
- Get Answers to Specific Agency, Market, and Competitive Questions

INPUT

PARs ALLOW YOU TO:

- Track Federal Government Trends Relative to Commercial Markets
- Obtain Market Share Data and Understanding of Competition
- Understand Characteristics of Agency Acquisition Plans

INPUT

PARs HELP YOU IDENTIFY:

- Start-ups
- Program Characteristics/Relationships
- Agency Needs
- Maintenance Requirements
- Competitive Positions

INPUT

MARKET INTELLIGENCE REPORTS (MIRs)

You Receive:

- Agency Analysis
- Competitive Analysis
- Market Analysis

INPUT

MARKET INTELLIGENCE REPORTS (MIRs)

You Also Receive Five Service Mode Market Reports:

- **Processing Services**
- **Embedded Systems**
- **Facilities Management**
- **Professional Services**
- **Systems Integration**

MIR AGENCY ANALYSIS

- Civil
  - Agency Specialized
  - Resource Management
  - Scientific and Engineering
  - Other

INPUT

MIR AGENCY ANALYSIS

- Military
  - C^3I
  - Reconnaissance and Intelligence
  - Resources Management
  - Program-Related (Weapons)

INPUT

MIR COMPETITIVE ANALYSIS

- Market Share
- Analysis by Type of Service/Contract
- Success Criteria
- Agency Preferences

INPUT

MIR COMPETITIVE ANALYSIS

- Experience
- Trends
- By Type of Company

INPUT

MIR MARKET ANALYSIS

- Pricing Trends
- Support
- Sales Methods/Organization
- Program Issues
- State/Local Involvement

INPUT

PROCESSING SERVICES REPORT

- Contents
  - Market Forecast, 1984-1988
  - Agency Analysis
  - Competitive Analysis
  - Market Issues
- Analysis TSP

INPUT

EMBEDDED SYSTEMS REPORT

- Contents
  - Market Forecast, 1984-1990
  - Agency Analysis
  - Competitive Analysis
  - Market Issues

INPUT

EMBEDDED SYSTEMS REPORT

- Issues
  - Missile/Weapons Systems
  - C^3
  - Productivity
  - Hardware/Software Mix

FACILITIES MANAGEMENT REPORT

- Contents:
  - Contract Data Base
  - Market Forecast, 1984-1988
  - Agency Analysis
  - Competitive Analysis
  - Market Issues

INPUT

FACILITIES MANAGEMENT REPORT

- Data Base Contents:
  - Incumbent
  - Size
  - Duration
  - Type
  - Locations

INPUT

PROFESSIONAL SERVICES REPORT

- Analyzes
  - Systems Development
  - Conversion
  - Support Contracts

INPUT

GSAL27

PROFESSIONAL SERVICES REPORT

- Contents
  - Market Forecast, 1984-1988
  - Agency Analysis
  - Competitive Analysis
  - Market Issues

INPUT

SYSTEMS INTEGRATION REPORT

- Contents
  - Market Forecast, 1984-1988
  - Agency Analysis
  - Competitive Analysis
  - Market Issues

INPUT

SYSTEMS INTEGRATION REPORT

- Analyzes Elements
  - Computer Hardware
  - Software
  - Network
  - Education
  - Management

INPUT

HOTLINE INQUIRY SERVICE/SUPPORT

- Rapid Answers to Difficult Questions about the Federal Market

INPUT

INPUT'S
FEDERAL INFORMATION SYSTEMS
AND SERVICES PROGRAM

The Information You Need to
Penetrate the Federal Maze

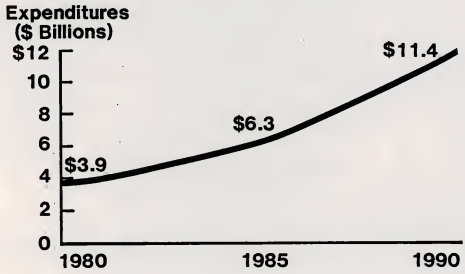
INPUT

FEDERAL GOVERNMENT COMPUTER EXPENDITURES

- Excludes Classified Systems
- Current Dollars
- Government Fiscal Year

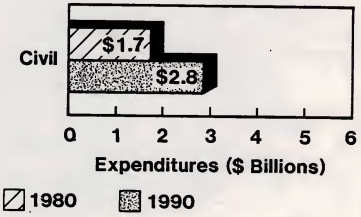
INPUT

COMPUTER HARDWARE MARKET



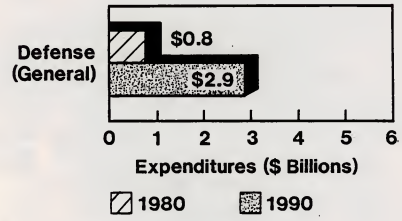
INPUT

COMPUTER HARDWARE MARKET

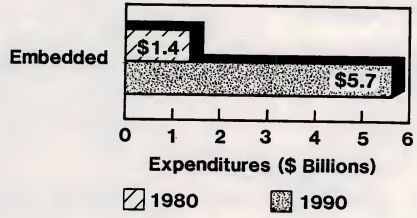


INPUT

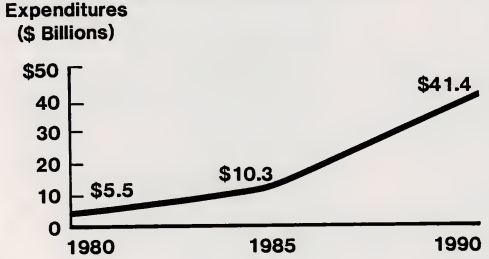
COMPUTER HARDWARE MARKET



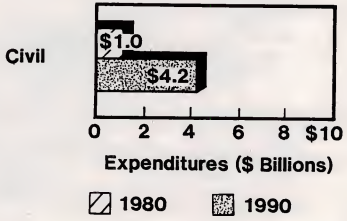
COMPUTER HARDWARE MARKET



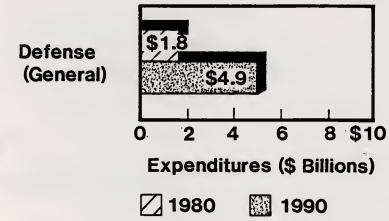
COMPUTER SOFTWARE AND SERVICES MARKET



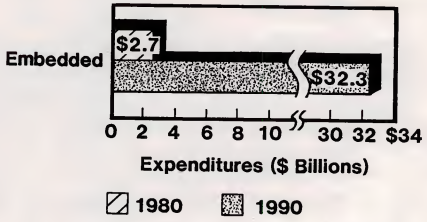
SOFTWARE AND SERVICES MARKETS



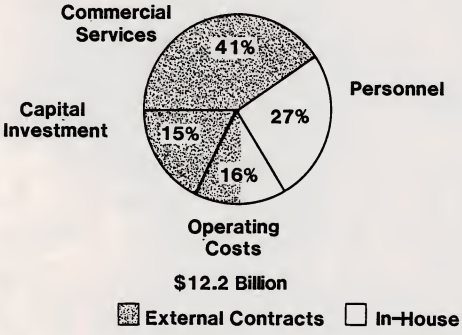
SOFTWARE AND SERVICES MARKET



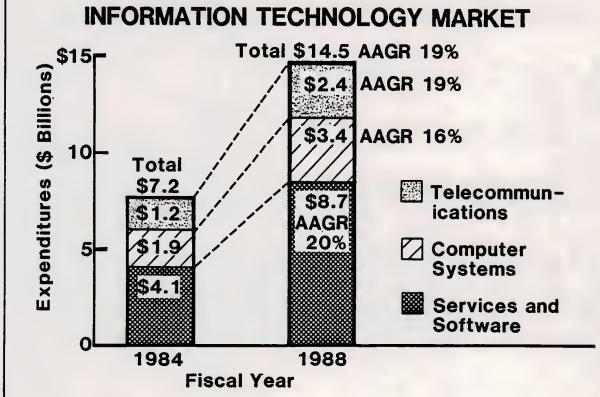
SOFTWARE AND SERVICES MARKET



INFORMATION TECHNOLOGY BUDGET FY84

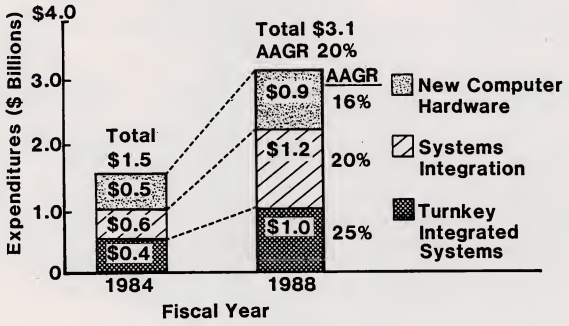


INPUT


INFORMATION TECHNOLOGY MARKET
Total $14.5 AAGR 19%
$2.4 AAGR 19%
$3.4 AAGR 16%
$8.7
AAGR
20%
Total
$7.2
$1.2
$1.9
$4.1
$15
10
5
0
Expenditures ($ Billions)
1984
1988
Fiscal Year
Telecommun-
ications
Computer
Systems
Services and
Software

INPUT

SYSTEMS INTEGRATION MARKETS



INPUT

SYSTEMS INTEGRATION

- Custom Hardware/Software Projects
  - Networks
  - Education and Training
  - Support

INPUT

SYSTEMS INTEGRATION

- Increasing Roles for
  - Non-Profit Organizations
  - Small Businesses

INTEGRATED SYSTEMS

- Packaged Hardware/Software Products
- Primarily Government Design and Manufacturing Oriented
  - CAD/CAM/CIM
  - Graphics

INTEGRATED SYSTEMS

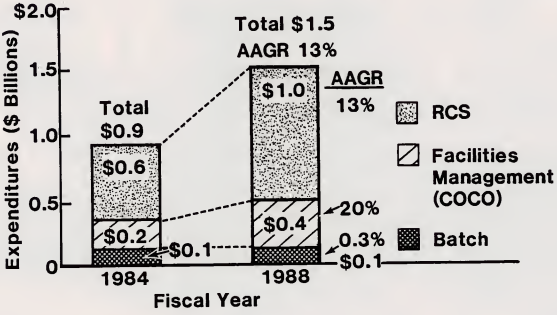
- Separate but Growing Markets for
  - Environmental Control
  - Testing and Maintenance

PERSONAL COMPUTERS

- Improved Availability (Computer Store)
- Software Problems
- Data Base Access
- Networks (Distributed Processing)
- Security and Privacy Issues

INPUT

PROCESSING SERVICES MARKETS



INPUT

PROCESSING SERVICES

- RCS Emphasis Continues - But Changes
- Network Orientation (EMS/VAN)

PROCESSING SERVICES

- TSP-GSA Estimate 5.5% AAGR
  (INPUT Projects 7%)
- Prospects for USHS
  - Personal Computers
  - Special Purpose Micros

FACILITIES MANAGEMENT

- Includes: COCO (PFM) and GOCO (PSFM)
- PFM/COCO AAGR 20%
- PSFM/GOCO AAGR 11%

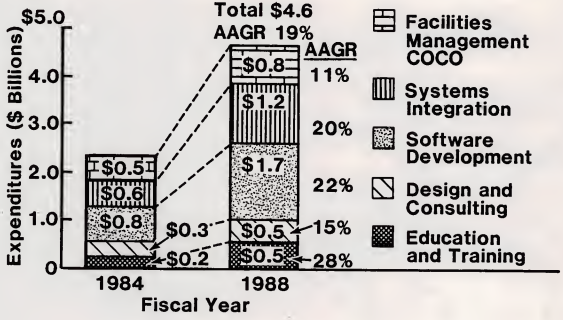
INPUT

FACILITIES MANAGEMENT

- GOCO-FM Market Diffused:
  - Direct Prime Contracts
  - Subcontracts to Site Operators

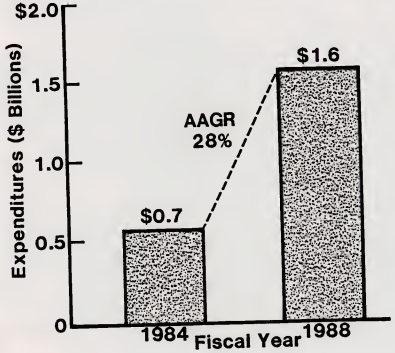
INPUT

PROFESSIONAL SERVICES MARKETS



INPUT

SOFTWARE PRODUCTS MARKET

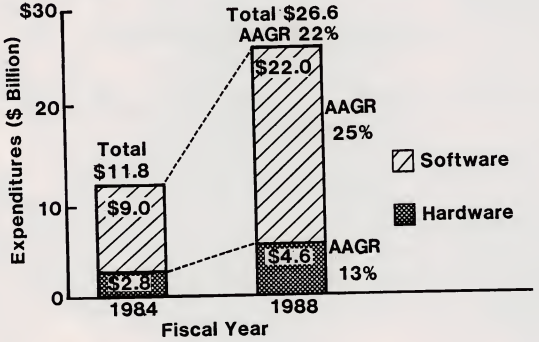


INPUT

SOFTWARE PRODUCTS

- Improved Acqusition Practices Accelerates Growth
- Influenced by Rising Costs of Custom Software
- Increased Interest in Transportability

EMBEDDED SYSTEMS MARKETS



INPUT

EMBEDDED COMPUTERS

- Ada-Software Standard
- GP-ADP Software Work Benches
- Predominance of Aerospace and VHSIC Firms

EMBEDDED COMPUTERS

- Driven by Ease of Software Conversion
- Post-Deployment Opportunities

FEDERAL MARKET ISSUES

- Federal Acquisition Regulations (4/1/84)
- New FIRMR - 1984 (Federal Information Resource Management Regulations)
- A-109 Acquisitions Decline

INPUT

FEDERAL MARKET ISSUES

- A-76 Cost Comparison Emphasis
- DOD "Buy - Not Lease" Mandate
- Small Business Share Erosion

VENDOR RECOMMENDATIONS

- Vertical Agency Penetration
- Team with Key Subcontractors
- Follow Budget and Approval Cycles

INPUT

VENDOR RECOMMENDATIONS

- Election Year Budget Implications
- New Directions
  - Office Automation
  - Personal Computers

FY85 PROGRAM

- PROCUREMENT ANALYSIS REPORTS
- MARKET INTELLIGENCE REPORTS
- HOTLINE
- LIBRARY
- BULLETINS

PROCUREMENT ANALYSIS REPORTS

- Update Current Descriptions
- Add New FY85 – 89 Programs
- Create Awards Appendix
- Expand Program Coverage
- Release Descriptions Monthly
- Revise Index Quarterly
- Update Programs Monthly (if significant)

FEDERAL INFORMATION SYSTEMS

AND SERVICES PROGRAM

FY85 PLAN

INPUT

PAR PROGRAM EXAMPLE

OMB 5-YEAR PLAN FY83

DEPARTMENT OF ENERGY

Uranium Enrichment Activities

Item: Replacement System

Obligation:	1983	1984	1985	1986	1987	1988
	-	-	4,000	-	-	-

Description: This proposed acquisition will replace a 12 year old computer with a more reliable state-of-the-art system.

INPUT

AGENCY:

Department of Energy
Oak Ridge Gaseous Diffusion Plant, K-25

CODE:

URA-01

DATE:

4/2/84

PROGRAM:

Replacement Computer System, K-25

SERVICES:

Hardware system: maintenance.

FUNDING ($K):	FY-1984	FY-1985	FY-1986	FY-1987	FY-1988	FY-1989
	-	4,000	-	-	-	-

SCHEDULE:	DRAFT: (SOW)	CBD: ANN.	PRE BID: CONF.	RFP/RFQ: RELEASE	BID: DUE	AWD:
	UNK	UNK	-	Est. 4th Quarter FY 1984	UNK	Est. 1st Quarter FY 1985

CONTRACT TYPE(S):

Firm fixed price

DURATION:

UNK

CONTRACTING OFFICE:

Neil Lentz
Martin Marietta Energy Systems
Purchasing Division
P.O. Box M
Oak Ridge, TN 37831
(615) 576-1552

PROGRAM OFFICE:

Jerry Sullivan
Martin Marietta Energy Systems
Computer Sciences Division
P.O. Box X
Oak Ridge, TN 37831
(615) 576-5298

DESCRIPTION:

This program proposes the acquisition of a hardware system with operating system software and maintenance to replace an IBM 360/195 computer system at the Oak Ridge Gaseous Diffusion Plant, Oak Ridge (TN). IBM or IBM compatibility is expected to be a requirement to reduce the conversion cost of resident application software on the IBM 360/195. Conversion of application software will be the facilities management contractor's responsibility.

BACKGROUND/FUNCTION:

The Gaseous Diffusion Plant (K-25) is part of the Oak Ridge Complex, which is operated by Martin Marietta Energy Systems, and is one of three plants in the U.S. that produce enriched uranium for use in the production of electric power reactor fuel. This acquisition, as listed in the 1984 DoE submission to the OMB A-11 Section 43, will be funded by the Nuclear Energy program area of Uranium Enrichment and will support the K-25 plant. Primary computing resources at the plant currently include one IBM 360/195, one IBM 370/155, and one IBM 4341.

ANALYSIS:

Funding information listed was confirmed by the Program Office to be the total expenditures expected to support this program.

Parallel operations with the old system are not expected because of space limitations at the computer facility.

ACQUISITION PLAN:

No acquisition plan has been developed, although a competitive acquisition for an IBM or compatible system is expected in FY 1985. The specific schedule for the planned acquisition was not available.

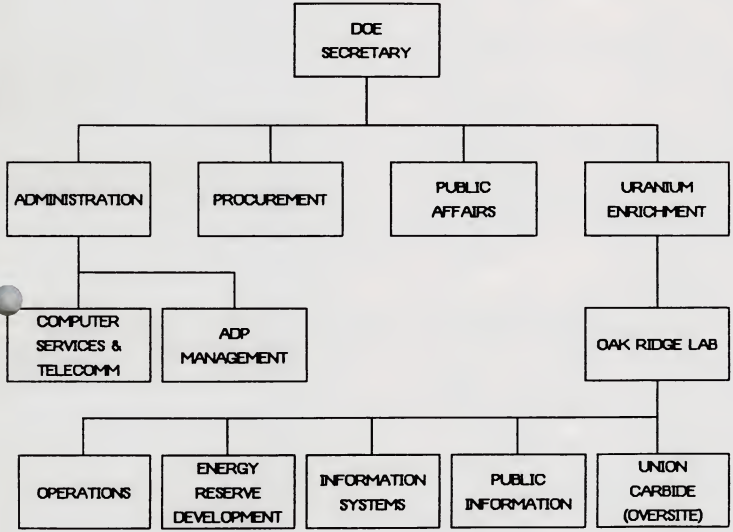
COMPETITION:

Amdahl, IBM, IPL Systems, Magnuson, NAS.

AWARDS TO DATE:

None

PROGRAM
INVESTIGATION TRAIL



15 Calls Made Before One Interview

3 People Interviewed

January 19 Start Date

April 2 Stop Date

PROCUREMENT ANALYSIS REPORT

STATISTICS

. Total Calls	3000
. Interviews	500
. PDs Complete	368
. PDs Incomplete	10
. New Programs Added	78

INPUT

FISSP

CLIENTS REPORT . . .

- Response to Sales Queries
- Bidding Strategies Altered
- Field Investigation Reduced by 3 Manyears
- In-House Information Verified

INPUT

MARKET INTELLIGENCE REPORTS

SYSTEMS INTEGRATION

- Add Non-PAR SI Programs
- Analyze Applications
- Detail Market Share

MARKET INTELLIGENCE REPORTS

PROFESSIONAL SERVICES

. Software Development
  - Custom
  - Package
  - Modified Packages
  - Tools

MARKET INTELLIGENCE REPORTS

PROCESSING SERVICES
AND
FACILITIES MANAGEMENT

- Track Changes
- Publish Flash Reports
- Add Update Chapter (if required, year end)

HOTLINE

- PAR Queries
- Non-PAR Queries
- Competitive Information
- Government Source Identification
- Subcontractor Information

FISSP HOTLINE

STATISTICS

. Mandays	109
. PAR Related	20%
. Non-PAR Related	80%
- Competitive Aspects	42%
- Non-PAR Programs	38%

BULLETINS

- Regulation Changes
- Legislative Actions
- OMB Policies
- Agency Plans
- Release as Required

LIBRARY

- Agency A-11 Data
- Agency Long Range Plans
- FAR and DAR Information
- Special Agency Reports

INPUT